Cardinal takes action against drug abuse

IN THE MARKET
BRUCE BUCKLEY

In the aftermath of the Los Angeles riots, it's easy to get caught up in a wave of pessimism. The problems that triggered the burning and looting — the broken families, the drugs, the lack of escape hatches from the poverty and crime — are so pervasive in many inner city neighborhoods that the temptation is to put them out of mind. Someone else's mess to clean up, not ours.

But not everyone sees it that way. Some community pharmacists who are part of the Cardinal Drug Centers cooperative program in the Richmond area of Virginia have cooked up a program to deal with just one piece of the national malaise that the events in Los Angeles have come to symbolize. The program they've devised deals with substance abuse prevention. It focuses on real-life stresses and temptations faced by children and the blinders that parents often put on when talking about their own children. It encourages open family discussions based on reality. "To knock it out," says the program's motto, "talk it out."

For about 15 months Cardinal has been sponsoring a cable television program aimed at combating substance abuse. The one-hour program, called "Parents, Kids and Drugs," airs every Thursday evening at 7 p.m. Parents and adolescents are encouraged to call in to share their views and experiences. A number of Cardinal pharmacists have taken part.

The TV program is only one part of Cardinal's attack on substance abuse: Other aspects: a whole armload of printed material as well as a speakers bureau made up of pharmacists throughout Virginia and North Carolina who volunteer their time to speak to community groups.

Now Cardinal is launching a new component that will take the message right into area schools and zero in on sixth-grade kids at the vital crossroads between childhood and adolescence.

I talked with Bob Carson, who owns a small community drug store called Atlee Cardinal Drug in Ashland, Va. Carson is one of three pharmacists who will kick off the program in the Bindford middle school in the inner city of Richmond. The other two are also Cardinal members: Jim Patterson, who is chairman of Cardinal's Substance Abuse Advisory Panel, and Bronwyn Nobel.

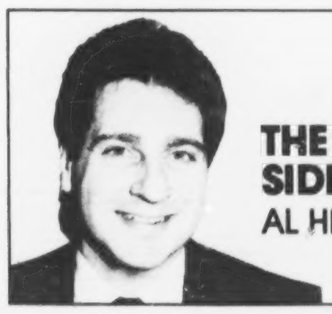
Carson, who has twice been a guest on the Cardinal-sponsored TV program, said the aim of the school program is to get kids talking about their own perceptions and experiences. He said, "It's not a lecture. Our whole success will depend on dialogue." They'll sit in a circle, one pharmacist and a handful of kids, and they'll talk. Throughout the day different classes will sit down with the three pharmacists.

The program will introduce a nice gimmick that the Cardinal folks think will capture the attention of imaginative and fashion-minded 11- and 12-year-olds: Neon-colored sunglasses whose lenses are imprinted with typical adolescent denial statements. The idea the pharmacists will try to impart is that the denial statements are like blinders that have to be removed, and that it's not cool to yield to peer pressure. The glasses will be passed around.

By the end of the day, the three — hopefully not hoarse — pharmacists will have sat down with more than 150 sixth graders.

It will all be evaluated and if it works, it will be rolled out to other schools. Sounds like a good idea for other areas. If you'd like more information, you might want to call Laura Peery or Helen Dawson at (804) 355-0681.

National angst an opportunity for drug stores



THE HUMAN SIDE
AL HELLER

Look around. In your office. On the street. In your stores.

People are wearing crazed looks today because they're being pressed to do more—faster and better, and often with fewer resources.

And that's not just at work. Care of aging parents, job losses, lack of health insurance, less discretionary income, to cite a few, build pressures on the homefront.

People are often so pressed that they feel loss of control over many aspects of their lives. But they still shop—and they do exert control over where they shop, what they buy and how much they spend.

This all adds up to a terrific opportunity for drug stores—since they can deliver on many of their promises to consumers and stand in sharp contrast to today's unmet expectations.

The historic plusses of drug stores are still valid, but one of the keenest observations of a newly released NACDS study is that: "The public is clearly ready and willing to use drug stores in ways that might have seemed unimaginable a generation ago. Of the services most appreciated are those that make people's lives easier: streamlined billing, easily retrievable pharmacy records, and apparatuses that help people screen and check on their own health."

Clearly, drug stores are well positioned to benefit from the national angst.

The study, "Winning the Customers: New Challenges and Opportunities Facing Chain Drug Stores in 1992," was conducted for NACDS by Peter D. Hart Research Associates, Washington, D.C., who interviewed a national sample of 1,004 adults by phone on April 3-4.

Hart, who delivered highlights of the study to a packed ballroom at the NACDS Annual Meeting in Maui, spoke of drug stores within the context of Americans' lives: "Help people. People want to know in their sphere that they can control what's going on. They look to the pharmacy with the thoughts, 'help me save time and money, and help me plan.' People are worried about how to get through the day, the year, with their families."

Indeed, 62 percent of Americans buy most of their prescription and non-prescription medications at drug stores, the survey showed. That translates into 1.2 billion of the 2.05 billion outpatient prescriptions dispensed annually in the U.S.

Despite that power, just 47 percent of consumers select their drug store based on the pharmacy, down from 60 percent two years ago. Another 41 percent say HBA and special services win their hearts, up from 34 percent two years ago.

Extra services, such as FAXes, shipping and automated teller machines are especially important to younger consumers—although other services showed up stronger across the total sample. Availability of full prescription records were cited by 78 percent as an "extremely or quite valuable service." Direct billing of insurance carriers for covered expenses, 73 percent; written information or videotapes on medicines or health conditions, 48 percent; private consultation areas to speak with pharmacists, 47 percent; blood pressure or cholesterol screening, 46 percent; home delivery services, 44 percent.

Moreover, Hart said: "Drug chains are a basic. Speak about fundamental ideas. People want to be rooted. People want to be given direction and reassurance."

That approach can turn disillusion into opportunity.

DRUG STORE NEWS

is published by
LEBHAR-FRIEDMAN INC.
425 Park Ave., New York, NY 10022
(212) 756-5220
Subscription Services:
(813) 664-6707
Cable Address: LEBHAFRIED
Panafax: (212) 756-5250

VP/Publisher **JAY FORBES**
Editor **BRUCE BUCKLEY**

Executive Editor **Al Heller**
Senior Desk Editor **Bernadette Casey**
Special Projects Editor **Elizabeth Parks**
Associate Editor **Barbara White**
Desk Editor **Carol Kearney**
Desk Editor **Fred Rueckher**
Editorial Info. Coord. **Carine Dabady,** ext. 5234

Pharmacy Editor **Dianne Tharp, R.Ph.** (Tampa; (813) 664-6778)

Bureau Editors: **James Frederick** (Sr. Editor, Cleveland; (216) 642-3420), **Allene Symons** (Assoc. Editor, Los Angeles; (213) 464-8321), **Mike Troy** (Field Editor, Tampa; (813) 664-6946), **Ken Rankin** (Bureau Chief, Washington; (301) 774-3895), **Deane Evans** (Washington)

Associate Publisher/
National Adv. Manager **JILL MANEE**

REGIONAL SALES OFFICES

New York
Area Manager: **Lisa Shanower**
Boston 1 Gateway Center, Newton, MA 02158, (617) 527-6394
Regional Manager: **James Malver**
Midwest and West Coast 444 N. Michigan Ave., Chicago, IL 60611, (312) 644-8688
District Manager: **Maggie Kaeppel**

Art Director **Bob Brokman**
Graphic Artist **Kyung Ae Yoo**
Director of Manufacturing **Stan Kaufman**
Advertising Production Mgr. **Mary Lewis**
Business Manager **Joel Safir**

CIRCULATION
3922 Coconut Palm Drive, Tampa, Fla. 33619. (813) 664-6746
Group Circulation Director
Matthew J. Clancy, Sr.
Nat'l Director of Field Marketing & Circulation Services **Jim Dickison**
Circulation List Manager **Torry Burdick**

Board of Advisers

Bill Edwards A. L. Price
Allan Patrick Genovese Drug Stores Inc.
Tim McAlear Pay Less Drug Stores
Frank Newman F & M Distributors
Jack Robinson Perry Drug Stores
Jim Wuest Fay's
Gary Wilber Drug Emporium
Ron Ziegler NACDS

Founder (1900-1981) **Arnold D. Friedman**

President **J. Roger Friedman**
VP/Administration **Harry A. Estes**
VP/Publisher **Fred Filer**
VP/Publisher **Jay Forbes**
VP/Treasurer **Daniel J. Mills**
VP/Circulation **Martha Pattley**
VP/Publisher **John Rapuzzi**
VP/Human Resources **John Murro**
Director, Corporate Development **John O'Brien**

Japan Diamond-Friedman Ltd. Chain Store Age Japan 1-4-2 Kasumigaseki, Chiyoda-ku Tokyo, Japan, 504-6750

The Audit Bureau ABP

Publisher of Drug Store News, Accounting Today, Discount Store News, Nation's Restaurant News, National Home Center News, Chain Store Age Executive (with Shopping Center Age), Food Merchandising, Home Market Trends, Supermarket HQ Quarterly, and *APPAREL merchandising*. Affiliates: Business Guides Inc. (Directories); Lebhar-Friedman Books; Inside Retailing (Newsletter); Chain Store Age News, Japan; Largo Music Inc.

Subscriptions
Call (813) 664-6707
Having a problem with your subscription? Send us full details, including the mailing label from the last copy you received, along with your telephone number. We'll do everything possible to solve the problem at once. Write to Circulation Fulfillment Director, Drug Store News, P.O. Box 31182, Tampa, FL 33631-3182.
Single copy price is $5.00 for a regular issue and $25.00 for a statistical issue.

Permissions
Materials in this publication may not be reproduced in any form without written permission. Requests for permission should be directed to Jay Forbes, publisher, Drug Store News, 425 Park Ave., New York, NY 10022.

Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by *Drug Store News* provided that the base fee of $.25 per copy is paid directly to Copyright Clearance Center, 27 Congress Street, Salem, Mass. 01970. For those organizations that have been granted a photocopy license by CCC, a separate system of payment has been arranged. The fee code for users of the Transactional Reporting Service is 0012-3587/92/$.25.

IRI REPORT

HBA hot movers

A comparison of the top 30 health and beauty aids performers at drug chains and supermarkets shows the immense popularity of core products during the quarter ended March 29, 1992.

Differences surface too.

Yeast remedies copped three of the top four placements in the drug trade class, accounting for $39.1 million in volume during the period. Units moved were 2,406,000, reported the Information Resources Inc. Infoscan service.

In supermarkets, however, just one yeast remedy sku placed 20th at $5.3 million on 328,000 units moved.

Tampons took two of the top four slots at food stores during the quarter, moving 3,534,000 units and tallying $17.1 million in retail volume. Not a single tampon made it to the head of the drug chain list.

Fastest moving HBA at drug chains

(13 weeks ended March 29, 1992)

	Dollar sales (in millions)	Unit sales (in thousands)
1. Monistat 7 regular vaginal cream 1.6 oz.	$18.9	1,161
2. Centrum multivitamin tablet 130 count	12.4	1,499
3. Monistat 7 reg. vag. suppository 1.6 oz.	10.8	665
4. Gyne-Lotrimin vaginal cream 1.5 oz.	9.4	580
5. Aosept disinfecting solution 12 oz.	7.3	1,171
6. Renu1 disinfecting solution 12 oz.	6.7	1,057
7. Tylenol caplet 100 count	6.5	942
8. Tylenol gel cap 100 count	6.1	796
9. Gyne-Lotrimin vaginal insert 1 oz.	5.8	361
10. Listerine regular mouthwash 32 oz.	5.7	1,421
11. Gillette Sensor razor cartridge 10 count	5.7	868
12. Robitussin DM 4 oz.	5.7	1,708
13. Gillette Sensor razor cartridge 5 count	5.6	1,447
14. AOPFR saline solution 12 oz.	5.6	894
15. Tylenol caplet 50 count	5.5	1,195
16. Advil 50 count	5.4	1,151
17. Q-Tips cotton swab 300 count	5.1	2,434
18. Tylenol gelcap 50 count	5.0	1,006
19. Theragran M multivitamin tablets 130 count	4.7	549
20. Tylenol tablet 100 count	4.4	672
21. EPT11 pregnancy test kit 1 oz.	4.3	345
22. Nyquil regular liquid 6 oz.	4.2	981
23. Robitussin DM regular liquid 8 oz.	4.1	712
24. Advil tablets 24 count	4.1	1,338
25. Ultra Slim Fast ready to drink MLRPM 11 oz.	4.1	4,188
26. Afrin nasal spray bottle in box 0.5 oz.	4.0	965
27. Imodium-AD caplet 12 count	4.0	670
28. Sudafed regular tablets 24 count	3.9	1,108
29. Tylenol gelcap 50 count	3.9	382
30. Tylenol tablets 60 count	3.8	770

Source: Information Resources Inc. Infoscan service.

Fastest moving HBA at supermarkets

(13 weeks ended March 29, 1992)

Product	Dollar sales (in millions)	Unit sales (in thousands)
1. Tampax tampons super 32 count	$9.0	1,862
2. Tylenol caplet 50 count	8.4	1,832
3. Ultra Slim ready to drink MLRPM 11 oz.	8.3	8,535
4. Tampax tampons regular 32 count	8.1	1,672
5. Advil tablets 50 count	7.8	1,672
6. Centrum multivitamin tablets 130 count	7.6	857
7. Tylenol gelcap 50 count	7.4	1,496
8. Gillette Sensor razor cartridge 5 count	7.3	1,851
9. Q-Tips cotton swab 300 count	6.8	3,073
10. Listerine regular mouthwash 32 oz.	6.8	1,645
11. Advil tablets 24 count	6.5	2,226
12. Tylenol caplets 100 count	6.5	901
13. Crest original tartar control 8.4 oz.	6.5	3,277
14. Gillette Sensor razor cartridge 10 count	5.9	841
15. Babyfresh moist towelette 84 count	5.8	2,005
16. Tylenol caplet 24 count	5.6	1,892
17. Nyquil regular liquid 6 oz.	5.6	1,351
18. Tampax tampons super plus 32 count	5.6	1,154
19. Tylenol gelcap 100 count	5.4	690
20. Monistat 7 regular vaginal cream 1.6 oz.	5.3	328
21. Crest freshmint tartar control 6.4 oz.	5.3	2,703
22. Ultra Slim Fast powdered can 15 oz.	5.2	973
23. Tylenol tablet 60 count	5.2	1,036
24. Tylenol gelcap 24 count	4.9	1,518
25. Advil tablets 100 count	4.7	607
26. Crest regular toothpaste 6.4 oz.	4.6	2,354
27. Robitussin DM original liquid 4 oz.	4.5	1,355
28. Listerine original mouthwash 12 oz.	4.5	1,474
29. Babyfresh baby wipe 84 count	4.5	1,571
30. Renu1 disinfecting solution 12 oz.	4.4	684

Source: Information Resources Inc. Infoscan service.

Job Mart

JOB MART is an editorial feature for industry executives seeking jobs. It's CONFIDENTIAL and FREE. If you want your ad listed in a future issue, send it to Confidential Box 100, *Drug Store News*, 425 Park Avenue, New York, N.Y. 10022. Please: no more than 40 words. We'll assign a box number. Space is limited. Ads run on a first-come, first-served basis.

(PROSPECTIVE EMPLOYERS: If you'd like to receive resumes from any job seekers listed below, write to: Job Mart Administrator, *Drug Store News*, 425 Park Avenue, New York, N.Y. 10022 or call 212-756-5235.)

Chain Positions Wanted

Seeking position as regional or national accounts manager for non-foods industry. Developed warehouse clubs, drug stores and mass merchandisers across 6 states, building my regional business to over $8 million. Strong background in consumable food and pet food products. Prefer North Carolina area, but will relocate. Box 6-9200.

Polished hands-on professional with extensive business, pharmacy and marketing experience seeking a challenging management position with a deep discount or conventional drug store chain. Proven track record with outstanding references. Willing to relocate. Box 6-9201.

Supplier Positions Wanted

Sales management and trade marketing executive seeks new opportunity. Extensive hands-on experience with consumer packaged goods companies ranked in the top 20 of Fortune 500. Outstanding sales management skills that produce bottom line results. Actively involved with building business across all trade classes. Fully capable in developing sales and marketing programs through alternate channels. Box 6-1500.

Skilled manager with field experience in consumer goods. Direct involvement in recruitment, training development and quota attainment for sales teams producing $10 million in net shipments to chain drug, mass merchants, deep discounters, distributors, food and department stores. Responsible for all aspects of headquarter account management and sales for national and local headquarters. Consistent achiever of sales objectives based on strengths in organizational skills, motivation, communication and personnel. High energy level and enthusiasm. Box 6-1501.

I am currently seeking a management opportunity with an enterprising consumer products company. My experience is in upper/middle management with field responsibility at the national account level. I have effectively supervised a manufacturer sales force and managed broker networks. My business background is supported by a Bachelor of Science degree in organizational behavior. Additionally, I am open to advancement and not restricted by travel and relocation barriers. Box 6-1502.

Seeking senior management position in a growing, dynamic company, preferably in the health care industry with one of the major wholesalers or one of their vendors. With strong financial and operational experience, proven strategic planner and problem solver and solid leadership. Box 6-1503.

Eighteen years of line and staff sales management experience with two multi-national consumer goods corporations. Demonstrated ability to develop and implement marketing and sales programs to increase volume, market share and profitability. Strategically oriented self-starter with excellent people development, communications and leadership skills. Box 6-1504.

EXECUTIVE SEARCH INTERNATIONAL

"Bringing the best . . . together."

PLANO, TEXAS 75075 • 1700 ALMA DR. • SUITE 370

We look forward to demonstrating the professionalism upon which "ESI" is founded, and assisting you and your staff in "bringing the best. . .together."

Ed Nalley — Consumer Products/Sales & Marketing/Medical Sales
Bob Reynolds and Larry Hunt — Pharmaceutical/Medical Sales
Deborah Pullin, Kathy Meader, Van Davis — Biomedical Science

Ed's 20 years (15 of these years in management) with General Foods, Johnson & Johnson, J.B. Williams, Alberto-Culver and Ayerst Laboratories gives him excellent working knowledge of the industry. Ed's last 4 years within the executive search industry resulted in national Rookie of the Year for 1988, Top 10 - 1988 & 1989, received Certified Senior Account Manager (C.S.A.M.) status in April 1990 and C.P.C. certification by National Association Personnel Consultants in December 1991.

Partial Listing of Positions Available Now:

- **Product Manager—HBA firm—Midwest**
- **Broker Manager—HBA firm—L.A. or S.F. Hqt.**
- **Divisional Manager—HBA firm—West Coast**
- **Branch Manager—Dallas Fort Worth—Three positions**
- **1st Line Manager—HBA firm—Atlanta—N.Y.—L.A.**
- **2nd Line Manager—HBA firm—L.A.**
- **Need CEO to run small Bio-tech firm in West Coast position & Northeast position—New financial owners need strong leader to staff and build professional team with two excellent products.**

Well-financed Mexican pharmaceutical manufacturing company, whose only customer now is the Mexican Government, seeks ambitious person capable of clearing selected list (we can fill your requirements to your specifications) of highest quality raw materials and finished products for sale in U.S. and overseas. Americo Marketing Co., 701 Poinsetta Rd., 318, Belleair, Fla. 34616. (813) 487-0365.

Photo courtesy of Campau Advertising. Photographer: Adriel Givens.

African-American consumers want to shop in stores with an imaginative merchandising presentation and a full product assortment.

Drug stores must rely on strong suits to ace ethnic category sales

Most distributors and chain drug ethnic product buyers say that, with the exception of ethnic cosmetics, the ethnic beauty care category is basically flat in chain drug outlets.

However, many distributors are reporting that the category's sales are up in the three most competitive trade classes: beauty and barber (B&B) supply and deep discount drug stores and mass merchants.

Some distributors and chain drug buyers believe that chain drug stores could do better with ethnic, but aren't because they're not doing enough to capitalize on their strengths or to offset their weaknesses.

"We're seeing this tremendous growth of ethnic hair care in B&B stores because they stock more items. They move fast to bring in new items, they're very competitive on price, they offer service and that gives them a tremendous advantage with consumers," says Jim Normandin, who buys ethnic hair care for Beauty Enterprises in Connecticut.

"But chain drug stores have the advantage of cleanliness and convenience, and if they were to pay close attention to their in-stock position, and make sure they have the assortment the customer wants, they could do a lot better with this category," he added.

"Sales are up a little overall," says Mike O'Neil, vp of merchandising for Harris Beauty Supply in Alexandria, Va.

"Those drug chains, like Rite Aid and CVS, who are becoming increasingly aggressive with ethnic products are showing the sales increases," O'Neil added.

"But the double-digit increases are usually with the mass merchandisers who are doing a lot with prices and promotion, and with B&B stores.

Ethnic hair care sales
(in millions)

Trade class	1991	Percent change 1991 vs. 1990
Drug stores	$159	(6.0%)
Mass merchandisers	59	0
Food stores	52	(7.8)
Total: 3 trade classes	$270	(5)

Source: Nielsen Marketing Research.

The curl is out

"We're seeing our sales in ethnic hair care doing real well," says Beth Dugan, who buys ethnic hair care for Rite Aid. "Our business with manufacturers, for the most part, is growing, but the curl is out, so we're seeing sales [going down] for some companies that specialize in the curl."

At Perry Drug in Detroit, Steve Lund, vice president of merchandising, reports seeing "a lot more competition from B&B stores. They operate with such a low overhead that it's hard to compete on prices, and so ethnic hair care sales right now are a little soft for us."

"Except for ethnic cosmetics, which has really taken off, ethnic beauty care sales are flat," says Harco's ethnic hair care buyer Charles Monk. "We're still promoting to drive the business, and we're expanding the category where we can in stores with high-volume black traffic, but, on a same-store basis, it's flat."

In California, Richard Nave, president of Paul's Sundries, reports flat sales, partly attributable, he thinks to the recession, which has had such an impact on consumers.

Ethnic cosmetic sales gains by category segments

Category	Percent growth in dollar sales first quarter '92	Percent share of category sales first quarter 1992	1991
Lip products	22%	37.2%	43%
Liquids/creams	66	23.4	19.8
Face powders	42	23.2	23
Eye colors*	670	9.4	1.8
Blushes	24	6.7	12.4
Total category	41	100	100

*Dramatic increase due to the launch of several new eye color collections in this previously undeveloped category segment.
Source: Towne Oller Ethnic Products Audits.

Revco set to climb out of bankruptcy June 1

By James Frederick

TWINSBURG, Ohio — U.S. Bankruptcy Court Judge Harold White has set June 1 as the effective date for Revco's plan of reorganization and its emergence from Chapter 11.

The date comes nearly four years after Revco, sinking under nearly $1.5 billion in debts and unable to make interest payments, filed for bankruptcy protection in July 1988. What will emerge is basically a new company, one which has taken advantage of its long hibernation from creditors to retool every aspect of its business.

Under the court's protection, Revco has shed nearly half its store network, pared operations to nine states, defended itself against takeover attempts, lured back customers and profits, and armed itself with a formidable array of retail technology. Along the way, its managers and field people have created new systems for marketing, merchandising and distribution and recreated Revco's image as a convenient, fairly priced provider of basic drug store merchandise.

The last stumbling block to Revco's emergence from bankruptcy was removed in April, when the last appeals to the orders approving confirmation of Revco's reorganization plan were withdrawn by its former managers Sid Dworkin and Bill Edwards. On the effective date, Revco will issue cash payments and new debt securities to the holders of bank notes, sinking fund debentures and unsecured notes. The company will also issue cash and new common stock to its trade creditors, junk bond holders and equity holders in Anac, its parent company.

Rights to purchase additional shares of new common stock will also be offered to subordinated debt holders. Revco's biggest single stockholder is likely to be Zell/Chilmark Fund, L.P., a vulture investment firm which provided much of the cash needed to firm up support among creditors for Revco's bid to remain independent. Zell/Chilmark will occupy two seats on the company's new, 11-member board of directors.

Revco's court-approved plan and its payments to creditors will leave it with a far lighter long-term debt load of $436 million. Further boosting its financial strength will be a new, $100 million line of working capital available from its lending banks on the effective date.

"We are eager to leave Chapter 11 and move Revco into the public marketplace," said company chairman and ceo Boake Sells.

Wholesaler roundup

Increased sales and reduced operating costs helped **Foxmeyer Corp.** achieve record net income figures for the fiscal year ended March 31. It posted $37.8 million in net earnings, up from $26.5 million, thanks largely to a big gain in the fourth quarter to $14.6 million from $10.5 million. A $25 million reduction in operating costs to $147 million was primarily responsible for FoxMeyer's improved balance sheet, said Warren Henry, public information director. He said improved efficiency of warehouse operations and routing and delivery systems helped FoxMeyer reduce its operating costs as a percent of sales from 6 percent to 4.8 percent. Sales for the year were slightly more than $3 billion, up from $2.87 billion in the prior year.

Cardinal Distribution, Inc. reported sales for the year ended March 31, 1992 rose to $1.6 billion from $1.2 billion the prior year. Net income was up to $25.2 million from $17.4 million the prior year. Fourth quarter sales were $483.2 million, compared with $341.2 million a year ago, and net income rose to $8.6 million from $5.9 million.

Owens & Minor, Inc.'s board of directors approved the payment of the second quarter cash dividend of $.065 per share, an increase of $.0125 per share (of 23.8 percent) over the previously paid quarterly amount.

MARKET DIARY:

Largest Dollar Gainer	Rhone-Poulenc Rorer	$ 3.13	Advances	13
Largest Dollar Loser	Bristol-Myers Squibb	$ – 5.00	Declines	46
Largest Percentage Gainer	Bindley Western Ind	9.76%	Unchanged	3
Largest Percentage Loser	Columbia Labs	– 21.67%	New highs	1
			New lows	9

	Close 5/5/92	Close 5/26/92	Net Change	Percent Change
Drug Store News Index	4808.28	4633.45	– 174.83	– 3.64
Dow Jones Industrial Average	3359.34	3364.21	4.87	0.14
Standard & Poor's 500-Stock Index	416.84	411.41	– 5.43	– 1.30
N.Y.S.E. Composite	229.50	226.86	– 2.64	– 1.15
Value Line Index	256.61	254.06	– 2.55	– 0.99

Source: Nordby International Inc., Boulder, Colo.

DRUG STORE NEWS INDEX

Exch	Company	Ticker Symbol	Closing Price 5/5/92	Closing Price 5/26/92	Net Change In Period	Percent Change In Period	P/E Ratio	Annual Dividend Rate	Annual Dividend Yield	Annual High	Annual Low
Chain store transactions											
OTC	Accuhealth Inc.	ACCU	5.13	4.75	– 0.38	– 7.32	19	0.00	0.00	6.88	3.47
OTC	Arbor Drugs	ARBR	19.38	20.50	1.13	5.81	22	0.12	0.59	25.25	17.50
OTC	Big B	BIGB	14.75	13.50	– 1.25	– 8.47	16	0.20	1.48	16.25	10.63
OTC	Drug Emporium	DEMP	7.75	6.25	– 1.50	– 19.35	—	0.08	1.28	9.25	5.50
NYS	Fay's Inc.	FAY	9.50	9.88	0.38	3.95	18	0.24	2.43	15.25	8.25
ASE	Genovese Drug (L)	GDX.A	10.25	9.38	– 0.88	– 8.54	9	0.24	2.56	14.75	9.38
NYS	Longs Drug Stores	LDG	34.50	34.13	– 0.38	– 1.09	13	1.12	3.28	44.38	33.13
OTC	Medicine Shoppe	MSII	26.25	25.75	– 0.50	– 1.90	19	0.36	1.40	30.75	19.00
NYS	Perry Drug	PDS	8.50	8.25	– 0.25	– 2.94	12	0.00	0.00	11.63	6.50
NYS	Rite Aid Corp.	RAD	21.63	21.13	– 0.50	– 2.31	15	0.52	2.46	23.75	17.25
NYS	Walgreen Co.	WAG	32.75	31.25	– 1.50	– 4.58	19	0.52	1.66	39.75	28.63
Wholesaler's transactions											
ASE	Bergen Brunswig	BBC	21.50	20.88	– 0.63	– 2.91	16	0.40	1.92	23.91	16.00
OTC	Bindley Western Ind.	BIND	15.38	16.88	1.50	9.76	10	0.04	0.24	20.75	13.50
OTC	Cardinal Distribution	CDIC	27.75	29.38	1.63	5.86	22	0.08	0.27	38.75	22.50
OTC	Durr-Fillauer	DUFM	23.50	21.75	– 1.75	– 7.45	15	0.28	1.29	32.75	17.50
NYS	FoxMeyer Corp.	FOX	13.75	13.25	– 0.50	– 3.64	13	0.28	2.11	16.63	10.75
NYS	McKesson Corp. (L)	MCK	32.13	31.38	– 0.75	– 2.33	34	1.60	5.10	40.13	30.75
ASE	Moore Medical	MMD	7.00	6.38	– 0.63	– 8.93	21	0.00	0.00	7.38	3.00
NYS	Owens & Minor	OMI	18.00	18.13	0.13	0.69	18	0.24	1.32	24.25	13.09
Manufacturer's transactions											
NYS	Abbott Labs	ABT	66.75	65.25	– 1.50	– 2.25	25	1.20	1.84	69.75	48.75
NYS	American Home Products	AHP	78.63	74.25	– 4.38	– 5.56	16	2.60	3.50	86.25	57.75
ASE	Barr Laboratories (L)	BRL	10.25	9.63	– 0.63	– 6.10	20	0.00	0.00	37.50	8.63
NYS	Baxter International	BAX	37.50	37.38	– 0.13	– 0.33	18	0.84	2.25	40.88	31.50
OTC	Block Drugs Co. (L)	BLOCA	49.50	48.50	– 1.00	– 2.02	16	0.88	1.81	61.00	45.00
ASE	Bolar Pharmaceutical	BLR	9.88	8.88	– 1.00	– 10.13	—	0.00	0.00	14.50	3.00
NYS	Bristol-Myers Squibb (L)	BMY	76.50	71.50	– 5.00	– 6.54	18	2.76	3.86	90.13	71.50
NYS	Carter-Wallace (s)	CAR	28.25	29.00	0.75	2.65	29	0.32	1.10	45.84	20.41
ASE	Columbia Labs	COB	7.50	5.88	– 1.63	– 21.67	—	0.00	0.00	10.38	4.75
ASE	Del Laboratories	DLI	21.63	20.50	– 1.13	– 5.20	15	0.28	1.37	24.38	15.66
ASE	Forest Labs	FRX	34.00	32.00	– 2.00	– 5.88	28	0.00	0.00	43.63	28.63
ASE	Halsey Drug	HDG	6.75	6.69	– 0.06	– 0.92	24	0.00	0.00	9.75	4.56
NYS	ICN Pharmaceutical	ICN	13.38	12.25	– 1.13	– 8.41	13	0.00	0.00	25.38	4.63
ASE	Lee Pharmaceutical	LPH	1.50	1.38	– 0.13	– 8.33	—	0.00	0.00	2.13	0.75
ASE	Leiner P. Nutrition	PLI	14.88	14.88	0.00	0.00	17	0.00	0.00	14.88	10.25
NYS	Lilly Eli Co. (L)	LLY	69.13	65.38	– 3.75	– 5.42	14	2.20	3.37	87.75	65.00
NYS	Marion Merrell Dow	MKC	34.88	32.25	– 2.63	– 7.53	15	1.00	3.10	39.00	27.25
NYS	Merck Co. (s)	MRK	49.25	49.63	0.38	0.76	26	0.92	1.85	56.59	37.75
NYS	Mylan Labs	MYL	35.75	34.75	– 1.00	– 2.80	32	0.20	0.58	43.25	23.25
NYS	Novo-Nordisk	NVO	86.00	87.75	1.75	2.03	18	0.60	0.68	96.00	61.75
OTC	Nutramax Products	NMPC	10.00	10.00	0.00	0.00	25	0.00	0.00	12.50	5.50
NYS	Pfizer Inc.	PFE	72.88	71.50	– 1.38	– 1.89	32	1.48	2.07	87.00	55.00
NYS	Pharmaceutical Resources	PRX	5.75	6.00	0.25	4.35	—	0.00	0.00	8.00	2.63
NYS	Rhone-Poulenc Rorer	RPR	54.00	57.13	3.13	5.79	23	0.64	1.12	69.38	41.13
NYS	Schering Plough	SGP	55.00	50.50	– 4.50	– 8.18	16	1.56	3.09	68.00	48.88
NYS	Syntex Corp.	SYN	45.63	41.13	– 4.50	– 9.86	20	1.04	2.53	56.00	36.75
OTC	Taro-Vit Industries	TAROF	10.25	9.00	– 1.25	– 12.20	129	0.00	0.00	12.75	3.25
OTC	Teva Pharmaceutical Ind.	TEVIY	23.75	26.00	2.25	9.47	28	0.20	0.77	28.38	11.75
NYS	Upjohn Co. (L)	UPJ	37.25	34.38	– 2.88	– 7.72	11	1.36	3.96	47.88	34.13
NYS	Warner-Lambert	WLA	63.88	62.00	– 1.88	– 2.94	50	2.04	3.29	79.25	60.25
OTC	Zenith Labs	ZENL	20.25	21.50	1.25	6.17	—	0.00	0.00	24.25	7.00
Other retailer transactions											
NYS	Albertson's	ABS	41.75	38.50	– 3.25	– 7.78	22	0.64	1.66	45.75	32.75
NYS	American Stores	ASC	33.13	30.63	– 2.50	– 7.55	9	0.68	2.22	43.44	26.00
NYS	Giant Food (L)	GFS.A	21.00	20.00	– 1.00	– 4.76	13	0.68	3.40	30.38	19.75
NYS	Great Atlantic&Pacific Tea	GAP	32.63	31.38	– 1.25	– 3.83	17	0.80	2.55	48.00	25.00
NYS	Kmart	KM	49.75	45.75	– 4.00	– 8.04	12	1.84	4.02	55.00	38.13
NYS	Kroger	KR	17.75	17.88	0.13	0.70	15	0.00	0.00	24.50	15.38
NYS	Melville Corp.	MES	50.63	46.13	– 4.50	– 8.89	15	1.48	3.21	55.25	38.25
OTC	Fred Meyer	MEYR	25.50	25.50	0.00	0.00	14	0.00	0.00	29.25	16.00
NYS	Penney, JC (H)	JCP	66.50	64.75	– 1.75	– 2.63	14	2.64	4.08	69.38	47.13
NYS	Safeway (L)	SWY	15.88	14.13	– 1.75	– 11.02	25	0.00	0.00	20.25	14.13
NYS	Smith's Food & Drug	SFD	36.38	34.63	– 1.75	– 4.81	21	0.44	1.27	43.25	30.25
NYS	Wal-Mart	WMT	52.00	51.75	– 0.25	– 0.48	35	0.20	0.39	59.88	41.13

Key: (H) = New annual high reached in the bi-weekly period. (L) = New annual low reached in the bi-weekly period. (d) = Deficit. NYS = New York. ASE = American. OTC = Over the counter. (s) = Reflects stock split.
Notes: Carter-Wallace completed a 3-for-1 stock split. Merck & Co. completed a 3-for-1 stock split.
Source: Nordby International, Inc., Boulder, Colorado (303) 449-0326.

Drug Store News (ISSN 0191-7587) is published biweekly—every other Monday, monthly in July and December—by Lebhar-Friedman Inc., 425 Park Ave., New York, N.Y. 10022. Subscription rates: in-field subscribers, retailers and wholesalers, one year (22 issues) $19.50; two years $35. Manufacturers and their representatives $45; schools, libraries and all other out-of-field subscribers $95. Foreign subscriptions: airmail only $125 per year.

Second-class postage paid at New York, N.Y. and additional mailing offices. Copyright © 1992 by Lebhar-Friedman Inc. All rights reserved. POSTMASTER: Please send address changes to Circulation Fulfillment Director, Drug Store News, P.O. Box 31182, Tampa, FL 33631-3182. For change of address six weeks notice to Drug Store News, P.O. Box 31178, Tampa, FL 33631-3178 is requested. Give old and new address and zip code. If possible, enclose address portion from cover on previous issue.

Vol. 14, No. 11 June 8, 1992

The newspaper of drug store retailing

June 22, 1992

DRUG STORE NEWS

SECOND CLASS

Vol. 14 No. 12

A Lebhar-Friedman publication

Chains deliver value to earn consumer edge in the '90s

Focus on skin, sun and bath

GALLUP '92